



# ANNUAL REPORT FY2020

TradeWinds Services, 3198 East 83rd Place, Merrillville, IN 46410

219-945-0100 [www.tradewindsnwi.org](http://www.tradewindsnwi.org)

***“Serving people with special needs by empowering them to realize their full potential.”***

**TradeWinds has been serving the Northwest Indiana community for over 50 years.**

TradeWinds provided services for 907 individuals. Services are provided to children of all abilities, ages 6 weeks to 6 years, many who have developmental, behavioral, physical, and/or healthcare needs; and adults 18 years to seniors with developmental and physical disabilities.



## 907 CHILDREN & ADULTS SERVED IN FY2020

<u>Race/Ethnicity</u>		<u>Residence</u>	
African American	52%	Gary	33%
Caucasian	34%	Merrillville	12%
Hispanic/Latino	10%	East Chicago	10%
Multiracial, Asian/Pacific Islander, Other	2%	Crown Point	8%
Unknown	2%	Hammond / Whiting	8%
<u>Gender</u>		Hobart / Lake Station	8%
Female	39%	St. John / Schererville / Dyer	5%
Male	61%	Griffith / Munster / Highland	5%
Transgender	0.1%	Valparaiso / Portage / Other Porter Co	5%
<u>Economic Status</u>		LaPorte County	2%
Income \$0 - \$20,000	67%	Cedar Lake / Lowell	2%
Income \$20,000 - \$30,000	22%	Other Indiana Counties	1%
Income over \$30,000	11%	Out of State / Unknown	1%



### Unduplicated Individuals Served





## TRADEWINDS EXECUTIVE TEAM

Jon Gold, *CEO*

**Lisa Tatina**  
*Director of Development & Marketing*

**Jamie Peyton**  
*Accounting/QA Director*

**Lynn Strohl**  
*Director of Industries &  
Pre-Vocational Services,  
General Manager Sign Shop*

**Lisa Previs**  
*Director of Programs*

**Vernita Johnson-Macklin**  
*Director of Human Resources*

### 2019-20 BOARD OF DIRECTORS

President  
Jeff Ban, DVG, Inc.

Vice President  
Natalie Shrader,  
Burke Costanza & Carberry LLP

Treasurer  
Steve Cox, Horseshoe Casino

Secretary  
Nicole Keith, Krieg-DeVault LLP

#### Board Members

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Barbara Belligio, AMPC LLC  
Dana Booth, Budd Mechanical Systems  
Sam Boufis, First Third Bank  
Greg Chona, Ameriprise Financial  
William Gregory  
Josh Halpern, **Albert's Diamond Jewelers**  
Mark Heaney, Magnet Health  
Nick Hecimovich  
Megan Henning, NIPSCO  
Alicia Jackson, Parent  
Steve Murphy, Luke Family of Brands

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Melissa Strayer, Morrison Construction Co.  
Scott Sutter, Ped-Lite LLC  
Africa Tarver, City of Hammond  
Anne VanKeppel, Berglund Construction  
Dwayne Walker, Chicagoland Popcorn  
Christopher T. White, The Times Media Co

## ANNUAL CORPORATE SPONSORS FOR 2020

### Presenting Sponsor

Strack & VanTil Food Market

### Major Sponsors

First Midwest Bank  
Horseshoe Hammond  
The Times Media Company

### Partner Sponsors

Community Healthcare Systems  
DMS / Building Indiana  
First Financial Bankcorp  
Hammond Urban Enterprise Assoc.  
Laborers Local #41  
NIPSCO  
Gary SouthShore Railcats  
Steel Cities Steels, Inc.

### Patron Sponsor

MortarNet Solutions



3198 East 83rd Place  
Merrillville, IN 46410

219-945-0100

[www.tradewindsnwi.org](http://www.tradewindsnwi.org)

## Children Services

### Child Care for All Abilities

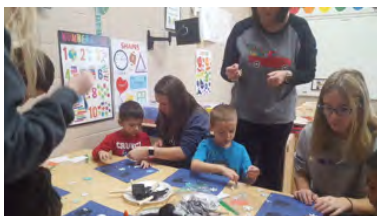


TradeWinds promotes early childhood development and school readiness for children of all abilities from infants to 6 years.

Our Child Care offers specialized care with an emphasis on those who have developmental, behavioral, physical, and/or healthcare needs, providing individualized plans, with specialized support & nursing staff on-premises. TradeWinds has been a partner with the Geminus Head Start / Early Head Start programs for 6 years.

A safe and caring learning environment for our children, we had opportunities for volunteers to work on projects with the children.

This year some of the volunteers included Andrean High School Honor Students, Forest Ridge Academy, and Jim & Lisa Jacobsen.



## Summer & Functional Skills Camps, and Winter Camps for All Abilities



Summer Camp is a unique community-based action-packed program for children of all abilities ages K to 12. In 2020, the addition of Functional Skills Summer Camp for ages 13-17 provides hands-on experiences for older youth with mild/moderate intellectual disabilities.

Daily fun & educational experiences for all include trips to the waterpark, local farms, horseback riding, karate & dance lessons, mini-golf, arts & crafts, movies, plays, and so much more.

The campers also enjoyed trips to our new garden plot at one of our residential homes. They learned about healthy eating, helped care for the garden on weekly trips, and were able to taste the fresh harvest.



### Speech & Occupational Therapy

Provides diagnostic & therapeutic services in individual, local classrooms, & small group settings in accordance to IEP goals. Perform evaluations to provide assessments of students to determine therapy needs.

## Adult Services

### ADAPT - Adult Day Activity Program & Training



tion, festivals, movies, restaurants, etc.

With onsite nursing staff and case management, the ADAPT program offers a wide range of activities in a safe environment. Daily classroom activities such as arts & crafts, games, dancing and community outings to parks, recreation, festivals, movies, restaurants, etc.

The ADAPT classrooms have also continued the summer planting project with patio gardens at our main facility. This outdoor activity was a learning experience caring for flowers, vegetable plants, watching them grow, enjoying the beauty, helping harvest, and eating healthy fresh vegetables.



### Respite Care



Respite services offer caregivers the opportunity for a short-term break of a minimum of 3 hours to overnight in their home, at the TradeWinds' respite apartment, or outings in the community. Our respite services continue to grow with more than 28 participants using the services.

## Residential Services



Each of our 6 residential homes feature single or shared bedrooms (options vary depending on location), bath facilities, plus a full eat-in kitchen, laundry room. Common areas both indoors & out for relaxing and socializing with family and friends.

All residents participate in essential daily living tasks based on ability, learning the skills necessary to do laundry, cook, clean and generally maintain their home.

When it's time to relax, Group Home residents enjoy a variety of home activities that include watching TV, reading, listening to music, video games, crafts, playing cards or board games.

Trained staff members are always on site to help residents develop independent living skills, and comprehensive medical care is available around the clock with TradeWinds' dedicated Residential Nursing program. Each home has dedicated transportation for community outings such as errands to the bank or post office, medical appointments, & recreational activities to restaurants, shopping, bowling, picnics, local concerts, theater performances, & community dances & festivals.



Volunteer opportunities are available to help maintain and beautify the homes and apartments; with 6 group homes and 35 supported living facilities there is always a lot to do.

## Sign Shop



Over 30 years of experience producing high-quality work providing job opportunities for people with disabilities. A wide range of products includes indoor/outdoor signage for realtors, construction, golf, expos & community events; vehicle wraps, lettering & decals; window graphics, lettering, & decals; custom printed clothing for teams & businesses, and custom wedding & bridal decor & gifts.

As an essential business, TradeWinds Sign Shop remained open for business from the beginning of the pandemic producing emergency canopy tents, signage, flags & decals for open businesses, custom logo PPE masks, and even graduation yard signs and banners.

TradeWinds is a proud member of the Allied Printing Trades Council Local #67.

## Deaf Services

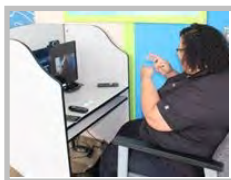
TradeWinds Deaf Services provides support, education, advocacy & access to technology for individuals & families faced with issues related to hearing loss.

### \* Sign Language Classes for

- \* Beginners
- \* Sign Language II
- \* Children

### \* Interpreting Services

### \* Case Management



## Employment Services



Community outreach continued with the quarterly **Lunch & Learn** program educating local businesses and non-profit organizations on the benefits of employing people with disabilities, and about the services we provide.

The Employment Services team attended professional training focusing on state standards to serve clients designated as Most Significant Disabled (MSD) with new opportunities and challenges for referrals & job placements. Long-lasting partnerships were created to provide situational assessments, trial work experiences, & job placements.

## The Chicago Lighthouse Low Vision Clinic

The Chicago Lighthouse for the Blind provides low vision clinic services to NW Indiana residents by appointment bi-monthly at TradeWinds building in Merrillville. They also host a Low Vision Products Road Show at TradeWinds facility twice a year. The semi-annual road show is free to the public displaying state of the art technology and new products. Local residents can receive training from experts who can advise on the right tools to improve daily life.

## TradeWinds Industries & Pre-Vocational Services

### Sewing Manufacturing



### SUPPORTING OUR TROOPS EVERY DAY!

**447,329 total garments** were produced in 2020 for the **Dept of Defense** and other **local commercial companies**. Cutting, sewing, folding, packing & shipping garments that include coveralls, Chef coats, smocks, canvas bags & pouches. Free industrial sewing classes are offered to individuals with disabilities for transitioning into our workforce.



At the end of March 2020, our Sewing Manufacturing team pivoted to help fight the COVID-19 pandemic producing PPE for 49 local hospitals, medical offices, and First Responders in 4 different states. The team produced over 212,000 PPE gowns and thousands of masks.



### Packaging & Assembly

**502,224 units were packaged & assembled** in 2020 serving **11** customers.

New and continuing jobs included assembling hydraulic repair kits, Loopy cases, packaging BBQ seasonings, sorting candy by flavor, packaging Guitar/Uke picks, trimming & packaging Croakies, and more.

### Pre-Vocational Training

The Pre-Vocational curriculum covers training in many areas including communication development, social skills, transferable job skills, etc.

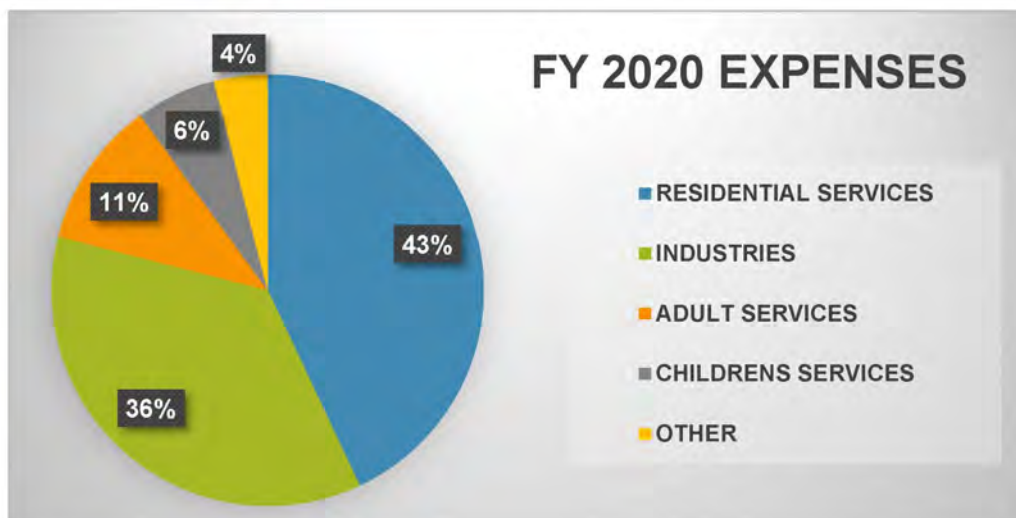
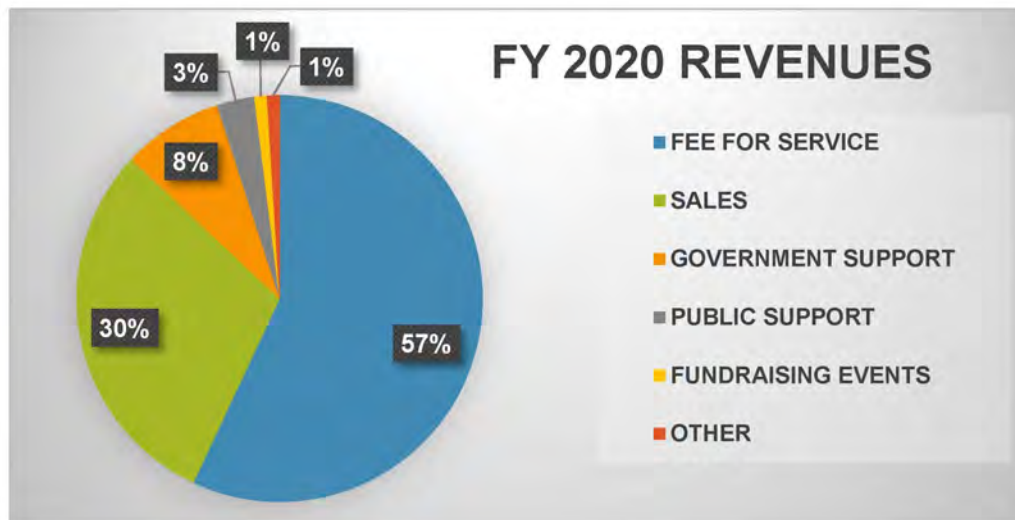
Our volunteer group has been working in the community at a variety of local businesses applying their job skills in a business setting. This group has been well received and are becoming ambassadors for TradeWinds.



## Fiscal Year ending June 30, 2020

<b>CURRENT ASSETS</b>
<b>\$3,942,118</b>
<b>OTHER ASSETS</b>
<b>\$8,430,638</b>
<b>RESTRICTED ASSETS</b>
<b>\$2,763,329</b>
<b>TOTAL ASSETS</b>
<b>\$15,136,085</b>

<b>CURRENT LIABILITIES</b>
<b>\$870,603</b>
<b>LONG TERM DEBT &amp; OTHER LIABILITIES</b>
<b>\$3,902,529</b>
<b>UNRESTRICTED NET ASSETS</b>
<b>\$8,003,813</b>
<b>TEMPORARILY AND PERMANENTLY RESTRICTED NET ASSETS</b>
<b>\$2,359,140</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>
<b>\$15,136,085</b>



## THE NORTHWEST INDIANA COMMUNITY SUPPORTS TRADEWINDS IN MANY WAYS...

Attending Events, Donations, Volunteering

thank  
you!

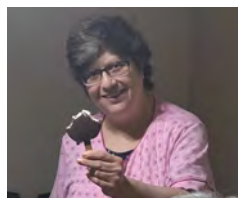
2020 VOLUNTEERS INCREASED BY OVER 50% - Over 2,300 Hours Volunteer Time

TradeWinds volunteers have included local churches, organizations, & businesses, local fire, EMT & police departments, students, board members & staff, and friends of our cause.

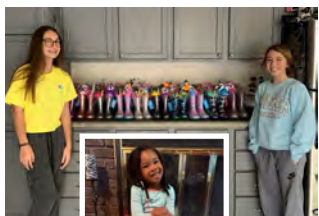
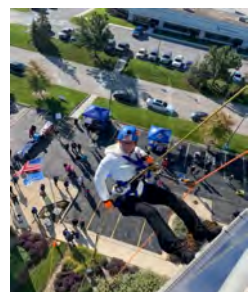
**Thank you to so many who have donated their time & talents.**

Volunteers helping in so many ways....art projects; doing repairs, painting, landscaping, garden projects; baking tasty treats; providing special event & holiday lunches; helping work at our picnics; special visitors like our local police & firefighters; attending fundraising events; donating special treats like ice cream & desserts; providing donations of water & necessary supplies during the COVID-19 crisis, and so much more.

**Here are just a few pictures of many who helped TradeWinds this past year:**



**Fundraising by Staff & Board Member to go "Over The Edge" For TradeWinds & Lake Area**

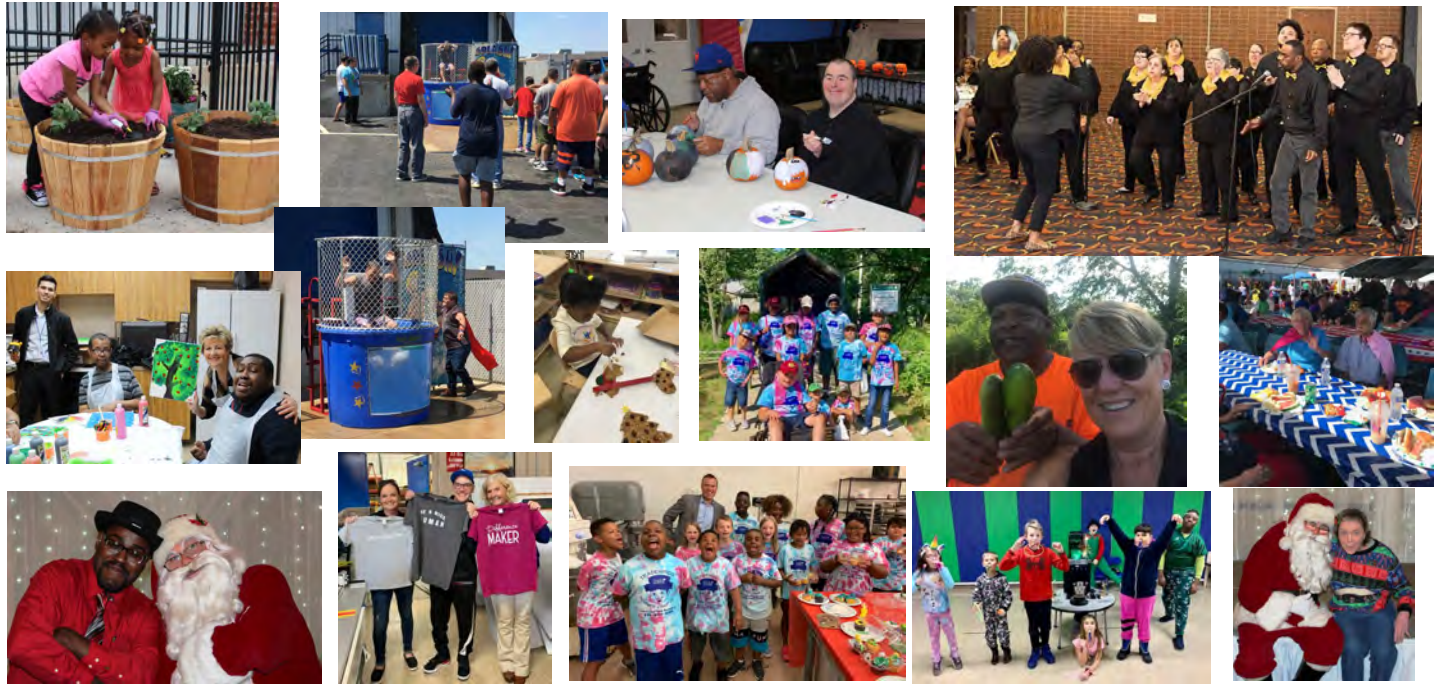


**"The meaning of life is to find your gift.  
The purpose of life is to give it away."  
William Shakespeare**

**VOLUNTEERS  
MAKE A  
DIFFERENCE.**

## TRADEWINDS PARTICIPANTS & STAFF

**Fun activities, picnics & outings for our Childcare, Summer Camp, Winter Camp & adult participants.**



**Then the “Stay At Home” is ordered because of the COVID-19 Pandemic.  
Day Services are discontinued at the main center, everyone is sheltering at home.**

**Except our Sewing Industries & staff helping in Fold & Pack...  
making PPE's for local healthcare & first responders**



thank you!

GENEROUS DONATIONS TO TRADEWINDS  
FOR OUR PARTICIPANTS & STAFF  
DURING THE COVID-19 CRISIS

